



North Carolina District Review

December, 2005

U.S. Small Business Administration North Carolina District

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MOST ACTIVE LENDERS FY 2006 YTD

OCTOBER 1, 2005 THROUGH NOVEMBER 30, 2005

LENDERS

Large and National Banks

	7(a)	504	Total	\$ Amount Millions
1. Bank of America	51	0	51	\$1.3
2. Capital One Federal Savings	28	0	28	\$1.2
3. BB&T	14	1	15	\$2.9
4. Wachovia Bank	14	0	14	\$5.4
5. Comerica	6	0	6	\$2.7

Community Express Lenders*

1. Innovative Bank	46	0	46	\$0.49
2. Business Loan Express	21	0	21	\$0.55

Community Banks

1. Surrey Bank & Trust Company	10	0	10	\$1.1
2. The Fidelity Bank	2	2	4	\$2.4
3. Bank of Stanly	3	0	3	\$0.5

Small Business Lending Companies

1. CIT Small Business Lending Corp.	6	0	6	\$4.9
2. Self-Help Credit Union	4	0	4	\$0.3

Certified Development Companies

1. Self-Help Ventures Fund	4	4	\$1.2
2. Centralina Development Corp.	2	2	\$2.1
2. NW Piedmont Dev. Corp.	2	2	\$1.6
2. Smoky Mountain Dev. Corp.	2	2	\$1.3

*Only SBA CommunityExpress loans are tabulated in this category.

HOLIDAY GREETINGS!



To our lenders and partners:

Each year at this time we take pleasure in setting aside our regular work and sending a heartfelt message to our best friends and partners. Thank you for your great support and effort.

You help us to help small businesses succeed and we are grateful.

May your holiday be filled with joy and the coming year be overflowing with all the good things in life.

North Carolina District Office
U.S. Small Business Administration

DEBUNKING 504 MYTHS

Myth: The requirement of one job per \$50,000 of 504 debenture funding excludes a lot of small businesses.

REALITY: It is not necessary for each individual project to meet the job requirement goal. If the CDC's overall portfolio, including the proposed project, meets the job requirement goal and the applicant can meet either one of the community development goals or one of the public policy goals, the loan can be processed.

Want to know more about 504s?

Contact your SBA representative or your local Certified Development Company (CDC). For a list of CDC's visit www.sba.gov/nc/nccdc.html.

LENDER TRAINING

JAN 11, FEB 8

The NC District Office will conduct Lender Workshops from 9:00 a.m. until 12:00 p.m. on the second Wednesday of each month at the Charlotte, Raleigh, Wilmington and Asheville offices. Contact your local representative to register.

ON-SITE HELP AVAILABLE CALL US!

If your institution has decided to make a loan with the support of an SBA guarantee and you are unfamiliar with SBA forms or procedures, help is available. Contact your local representative (see page 1) to arrange a one-on-one meeting at your bank to guide you through the application.

SBA POLICY CHANGES AND CLARIFICATIONS

[Gulf Opportunity Pilot Loan Program Waiver of Personal Resources Test \(SBA Notice 5000-981\)](#)

READ ABOUT THESE AND OTHER IMPORTANT SBA UPDATES AT WWW.SBA.GOV/BANKING

FY 2005 LENDER RANKINGS OCTOBER 1, 2005– NOVEMBER 30, 2005

Lenders	Total 7(a)	7(a) \$	504 Participation	504 Participation \$
Bank of America	51	\$ 1,311,500		
Innovative Bank	46	\$ 485,000		
Capital One Federal Savings	28	\$ 1,235,000		
Business Loan Center	21	\$ 552,000		
BB&T	14	\$ 2,644,300	1	\$ 300,000
Wachovia	14	\$ 5,400,600		
Surrey Bank & Trust	10	\$ 1,095,000		
CIT	6	\$ 4,859,000		
Comerica	6	\$ 2,742,300		
Community West Bank	6	\$ 1,986,600		
SunTrust Bank	5	\$ 285,900		
Banco Popular	4	\$ 3,474,000		
Lehman Brothers Bank	4	\$ 2,113,500		
Self-Help CU	4	\$ 300,000		
Bank of Stanly	3	\$ 497,000		
First Citizens	3	\$ 752,000	4	\$ 1,030,000
Cabarrus Bank & Trust	2	\$ 150,000		
Fidelity Bank	2	\$ 1,278,000	2	\$ 1,073,000
RBC Centura	2	\$ 350,000		
Unity Bank	2	\$ 838,000		
Bank of Granite	1	\$ 20,000		
Business Lenders, LLC	1	\$ 150,000		
Community South Bank	1	\$ 1,420,000		
First National Bank of Shelby	1	\$ 85,000		
First National Bank of the South	1	\$ 1,725,000		
FNB Financial Services	1	\$ 60,000		
Horizon Bank	1	\$ 340,000		
New Century Bank	1	\$ 421,200		
The Bank of Currituck	1	\$ 40,000		
The Heritage Bank	1	\$ 395,500		
United Midwest Savings	1	\$ 305,000		
Wells Fargo	1	\$ 25,000		
Yadkin Valley Bank	1	\$ 130,000		
Bank of the Carolinas			1	\$ 2,200,000
GE Capital			1	\$ 1,969,997
Lexington State Bank			1	\$ 297,500
Security National Corp.			1	\$ 875,000
Sterling Bank			1	\$ 945,000
United Community Bank			1	\$ 1,327,553
Totals	246	\$ 37,466,400	13	\$ 10,018,050
CDC 504 Loans				
Self-Help Ventures Fund	4	\$ 1,179,000		
Centralina Dev.	2	\$ 2,080,000		
Smoky Mountain Dev.	2	\$ 1,257,000		
Northwest Piedmont Dev.	2	\$ 1,575,000		
BEFCO	1	\$ 217,000		
Neuse River Dev.	1	\$ 585,000		
Wilmington Ind. Dev.	1	\$ 719,000		
	13	\$ 7,612,000		